

Enterprising



		Statewide Hourly Wage				
Rating	Occupational Title and Description	Inexperienced	Median	Training	License	SOC Code
Five Star Enterprising Jobs ★ ★ ★ ★ ★						
★★★★★	Administrative Services Managers Plans and directs office support services of an organization.	\$16.30	\$26.30	Experience + Bachelor's		11-3011
★★★★★	Advertising Sales Agents Sells or solicits advertising, such as advertising space in publications, or air time on TV and radio.	\$10.80	\$18.80	Moderate OJT		41-3011
★★★★★	Chief Executives Provides overall direction for organizations. Determines and formulates policies and strategies.	NA	\$68.48 (National)	Experience + Bachelor's		11-1011
★★★★★	Claims Adjusters, Examiners, and Investigators Investigates and determines the extent of an insurance company's liability.	\$13.30	\$17.30	Long-Term OJT		13-1031
★★★★★	Computer and Information Systems Managers Manages, plans, directs, and coordinates information system and computer programming activities.	\$26.60	\$39.70	Experience + Bachelor's		11-3021
★★★★★	Construction Managers Plans and directs activities concerned with construction and maintenance of buildings, facilities, etc.	\$25.00	\$33.70	Bachelor's Degree		11-9021
★★★★★	Construction and Mining Supervisors/Managers Directly supervises and coordinates activities of construction trades workers and their helpers.	\$17.30	\$21.60	Related Experience		47-1011
★★★★★	Electricians Installs, maintains, and repairs electrical wiring, equipment, and fixtures. Follows electrical codes.	\$12.60	\$19.00	Long-Term OJT	Yes	47-2111
★★★★★	Financial Managers Directs and implements financial policies and practices including preparing budgets.	\$23.50	\$33.70	Experience + Bachelor's		11-3031
★★★★★	Food Service Managers Plans and directs activities of an establishment or department that serves food and beverages.	\$14.40	\$19.90	Related Experience		11-9051
★★★★★	General and Operations Managers Provides overall direction for establishments. Formulates policies. Plans and directs operations,	\$20.40	\$34.20	Experience + Bachelor's		11-1021
★★★★★	Industrial Engineers Performs engineering duties to plan and implement production in industrial firms.	\$23.60	\$31.00	Bachelor's Degree	Yes	17-2112
★★★★★	Industrial Production Managers Plans, organizes, and directs the work activities and resources necessary for manufacturing products.	\$23.90	\$35.80	Bachelor's Degree		11-3051
★★★★★	Management Analysts Analyzes and suggests improvements to organizations to help management operate efficiently.	\$21.20	\$32.90	Experience + Bachelor's		13-1111
★★★★★	Marketing Managers Plans and coordinates activities to determine the demand for products and services offered by a firm.	\$22.60	\$35.90	Experience + Bachelor's		11-2021

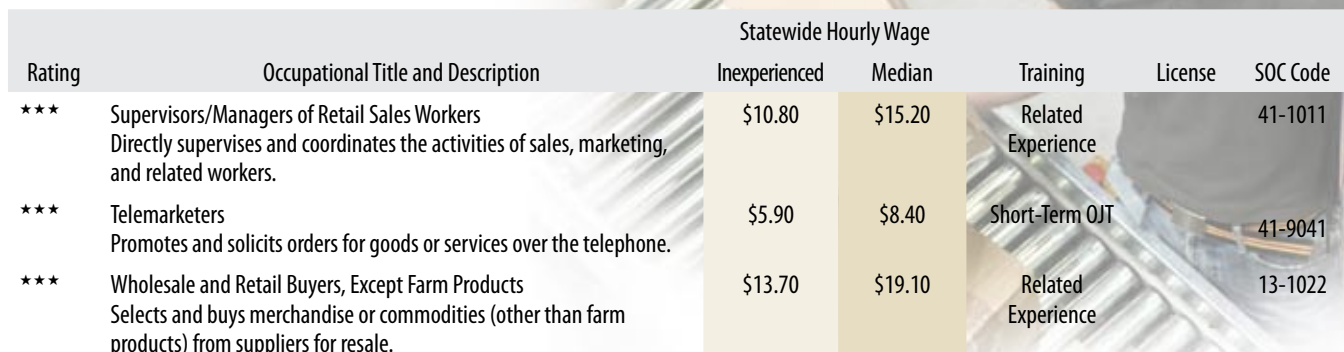
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		Inexperienced	Median			
*****	Medical and Health Services Managers Plans and coordinates medicine and health services in healthcare organizations.	\$23.90	\$33.40	Experience + Bachelor's		11-9111
*****	Paralegals and Legal Assistants Assists lawyers by researching legal precedents, investigating facts and preparing legal documents.	\$14.30	\$18.60	Associate Degree		23-2011
*****	Purchasing Agents, Except Wholesale, Retail, and Farm Directs activities involved with purchasing goods and services for an organization.	\$16.20	\$22.60	Related Experience		13-1023
*****	Sales Managers Plans, directs, and coordinates sales activities such as quotas and goals for sales representatives.	\$21.10	\$35.10	Experience + Bachelor's		11-2022
*****	Sales Representatives, Except Technical and Scientific Products Sells goods or services for wholesalers or manufacturers to businesses or groups of individuals. Solicits orders from	\$13.80	\$21.80	Moderate OJT		41-4012
*****	Sales Representatives, Technical and Scientific Products Sells products that require a technical knowledge of the product and its use.	\$17.20	\$28.40	Moderate OJT		41-4011
*****	Supervisors/Managers of Mechanics, Installers, and Repairers Directly supervises activities of mechanics, repairers, and installers and their helpers.	\$16.50	\$24.10	Related Experience		49-1011
*****	Supervisors/Managers of Production and Operating Workers Directly supervises and coordinates activities of production workers.	\$13.80	\$20.70	Related Experience		51-1011

Electricians install, maintain, and repair electrical wiring, equipment, and fixtures while following electrical codes. The median wage is \$19.00; long-term on the job training is required.



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Four Star Enterprising Jobs ★ ★ ★ ★						
★★★★	Lawyers Conducts criminal and civil lawsuits, prepares legal documents, advises clients on legal practices.	\$26.60	\$45.00	Professional Degree	Yes	23-1011
★★★★	Parts Salespersons Sells parts and equipment from behind the counter. Determines type of part needed.	\$8.80	\$11.90	Moderate OJT		41-2022
★★★★	Property and Real Estate Managers Manages and oversees operations, maintenance, and administrative functions for various properties.	\$13.10	\$23.80	Bachelor's Degree	Yes	11-9141
★★★★	Supervisors/Managers of Office and Administrative Support Workers Plans, directs, and coordinates office support services of an organization.	\$13.00	\$18.30	Related Experience		43-1011
★★★★	Supervisors/Managers of Transportation/Material-Moving Machine/Vehicle Operators Supervises the activities of transportation and material-moving machine and vehicle operators.	\$15.00	\$22.40	Related Experience		53-1031
★★★★	Transportation, Storage, and Distribution Managers Plans, directs, and coordinates the transportation operations of an organization's schedules.	\$20.10	\$27.90	Related Experience		11-3071
Three Star Enterprising Jobs ★ ★ ★						
★★★	Chefs and Head Cooks Directs and participates in the preparation and cooking of soups, meats, vegetables, desserts, etc.	\$1.10	\$13.70	Related Experience		35-1011
★★★	Demonstrators and Product Promoters Demonstrates merchandise and answers questions to create interest in buying products.	\$7.70	\$9.00	Moderate OJT		41-9011
★★★	Driver/Sales Workers Drives trucks or other vehicles over established routes to deliver and sell goods.	\$6.00	\$9.50	Long-Term OJT		53-3031
★★★	Flight Attendants Provides information and personal services to airline passengers during flight.	NA	NA	Long-Term OJT		39-6031
★★★	Loan Officers Evaluates and recommends approval of commercial, real estate, or credit loans.	\$14.70	\$19.80	Bachelor's Degree		13-2072
★★★	Public Relations Specialists Promotes a positive image for individuals or groups by writing, selecting and releasing favorable material.	\$13.70	\$19.60	Bachelor's Degree		27-3031
★★★	Purchasing Managers Plans and directs the activities of workers involved in purchasing materials, products, or services.	\$22.70	\$35.10	Experience + Bachelor's		11-3061
★★★	Securities, Commodities, and Financial Services Sales Agents Buys and sells securities in investment and trading firms. Develops financial plans.	\$15.80	\$28.90	Bachelor's Degree	Yes	41-3031
★★★	Supervisors/Managers of Housekeeping and Janitorial Workers Supervises the work activities of cleaning personnel.	\$10.10	\$14.50	Related Experience		37-1011



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***	Supervisors/Managers of Retail Sales Workers Directly supervises and coordinates the activities of sales, marketing, and related workers.	\$10.80	\$15.20	Related Experience		41-1011
***	Telemarketers Promotes and solicits orders for goods or services over the telephone.	\$5.90	\$8.40	Short-Term OJT		41-9041
***	Wholesale and Retail Buyers, Except Farm Products Selects and buys merchandise or commodities (other than farm products) from suppliers for resale.	\$13.70	\$19.10	Related Experience		13-1022

Two Star Enterprising Jobs ★ ★

**	Bartenders Mixes and serves alcoholic and nonalcoholic beverages to patrons, following standard recipes.	\$5.90	\$8.00	Short-Term OJT		35-3011
**	Compensation and Benefits Managers Plans and directs compensation and benefits activities and staff of an organization.	\$21.10	\$30.20	Experience + Bachelor's		11-3041
**	Hairdressers, Hairstylists, and Cosmetologists Provides a wide variety of beauty services to patrons, such as cutting, coloring, and styling hair.	\$7.40	\$10.00	Applied Technology	Yes	39-5012
**	Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop Welcomes patrons to an establishment, seats them at tables or in a lounge, and ensures quality service.	\$6.30	\$7.70	Short-Term OJT		35-9031
**	Insurance Sales Agents Sells or advises clients on life, auto, fire, accident, and other types of insurance.	\$11.30	\$15.50	Bachelor's Degree	Yes	41-3021
**	Manicurists and Pedicurists Cleans, shapes, and polishes customers' fingernails and toenails.	\$6.40	\$9.70	Applied Technology	Yes	39-5092
**	Real Estate Appraisers Appraises real property to determine its value for purchase, sales, investment or loan purposes.	\$14.80	\$21.00	Applied Technology	Yes	13-2021
**	Retail Salespersons Sells a wide variety of merchandise. Also greets customers and explains demonstrates products.	\$6.90	\$9.20	Short-Term OJT		41-2031
**	Supervisors/Managers of Food Preparation and Serving Workers Directs and Coordinates activities of an establishment or department that serves food and beverages.	\$9.00	\$12.50	Related Experience		35-1012
**	Training and Development Specialists Plans, directs, and coordinates the training activities of an organization.	\$12.70	\$18.40	Bachelor's Degree		13-1073
**	Travel Agents Plans trips for travel agency customers.	\$8.80	\$13.70	Applied Technology		41-3041

One Star Enterprising Jobs ★

*	Athletes and Sports Competitors Participates in professional competitive athletic events to entertain sports fans.	NA	NA	Long-Term OJT		27-2021
*	Meeting and Convention Planners Coordinates the activities of staff and convention personnel to make arrangements for group meetings.	\$11.70	\$16.40	Bachelor's Degree		13-1121